

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

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2007 GREATER WASHINGTON SOAP BOX DERBY

America's Longstanding Tradition "Rolls Again" In DC With Longstanding Dealer Support

In an era of indoor, video game addicted kids, it is a joy to report on the annual gathering of highly enthusiastic, motivated and competitive youngsters who take over Capitol Hill for a great American tradition. We're speaking, of course, about the Greater Washington Soap Box Derby (GWSBD), which ran last Saturday for the 66th time in Washington under blue skies and moderate late spring temperatures, yielding an action packed Saturday for all concerned.

For the past 26 years, WANADA has been the lead sponsor of this consummate "All-American" event. It was moved to Capitol Hill 17 years ago thanks to an Act of Congress, introduced at WANADA's behest by Rep. Steny Hoyer (D-MD). Every year since, it takes another Act of Congress, which

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Nearly 60 kids participated in the 66th running of the WANADA-sponsored Washington Soap Box Derby.

AUTO INDUSTRY IN DC THIS WEEK

Dealers, Automakers Push Middle Ground CAFÉ Strategy with Congress

With momentum building for tougher motor vehicle fuel economy standards, both NADA and AIADA are urging dealer members to contact the U.S. House of Representatives in support of the Pryor-Bond-Levin-Voinovich compromise that would raise fuel efficiency standards to a minimum of 36 MPG for passenger cars by 2025 and 30 MPG for light trucks by 2022. In contrast, the current Senate bill would require manufacturers to meet a combined car and truck average of 35 MPG by 2020, followed by 4 percent annual increases that would mandate a fleet-wide average of 52 MPG by 2030. Automakers currently must achieve 27.5 MPG for passenger cars and 22 MPG for light trucks.

NADA and a coalition of automakers have invited dealers from key states to Washington to urge senators to support the bipartisan compromise in the House. A number of WANADA dealers being local have already contacted Congress on the compromise. NADA is working with a coalition of automakers to persuade undecided senators to support the Pryor-Bond-Levin-Voinovich compromise. "Regardless, all senators need to be made aware that dealers support CAFÉ increases that preserve vehicle choice for consumers and provide sufficient lead time for automakers to develop new technologies to meet these goals," said NADA.

If you haven't yet done so, please make your voice heard in the U.S. Senate, starting with Maryland and Virginia senators and going further to other senators known to you from around town so the message gets delivered. For more information on the *bipartisan* Pryor-Bond-Levin-Voinovich compromise on this critical issue, go online to NADA at <http://www.nada.org/cafe> or to AIADA's website aiada.org.

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2007 GREATER WASHINGTON SOAP BOX DERBY



The winners of the 2007 Greater Washington Soapbox Derby appear together in the above photo: (from the left) Patrick Danahy, Stock Division; Heather De Young, Super Stock Division; and Kacie Rader, Masters Division. At right, from the top, charging down Capitol Hill at full speed is an unnamed, but serious competitor judging from the "shark design." Opposite (right) Alexander Hodgson "high-fives" Nima Fallahi (Hamid Fallahi & Tamara Darvish's son) after a successful run. Close up and personal is a rookie racer getting an insider's perspective of the competition (below right). And, yes, the competition is determined by the photo finish (right bottom).

Derby Day *(Continued from page 1)*

House Majority Leader Hoyer has masterfully ensured in the post 9/11 world.

It may not get headlines like NASCAR, but for sure it's the most important Capitol Hill "car race" of the year for the kids, who use their skill and tenacity to compete in brightly decorated, hand-crafted, motorless racing cars down a quarter-mile course. They compete in three divisions: Stock Car with ready-to-assemble kits for the youngest group; Super Stock, slightly larger cars for older kids; and Masters, where sleek, custom-designed race carts must meet rigid standards.

Among the nearly 60 racers at this year's event, half were "rookie" drivers who had never driven a Derby racer before. These competitors are allowed to run down the hill one at a time, which delayed the start of the matched races. Once underway, however, the racing was – as always – highly charged, with American flags waving as parents, friends, and a growing audience of unattached spectators cheered wildly.

And the 2007 winners are: Patrick Danahy, 12, Rockville, MD, Stock Division; Heather De Young, 15, Stevensville MD, Super Stock Division; and Kacie Rader, 17, Mechanicsville, MD, Masters Division. These Greater Washington winners are now eligible to compete for scholarships and prizes at the 70th All-American Soap Box Derby, reputedly "the greatest amateur racing event in the world," in Akron, Ohio, Saturday, July 21, 2007.

WANADA's hardest congratulations go to the 2007 winners and sponsors. For full photo coverage of the 2007 Greater Washington Soap Box Derby and a "virtual ride with a racer," visit the GWSBD website, www.dcsoapboxderby.org.



NADA MONTHLY DEALER OPERATIONS COMMENTARY

Federal Regulatory Compliance Chart

Every day, in every dealership, issues arise regarding federal regulations and how to comply with them. Are coolant and antifreeze disposed of properly? Do consumer privacy efforts meet federal standards as outlined in the Gramm-Leach-Bliley Act? Are service and body shop technicians using personal protective equipment in accordance with OSHA guidelines? Dealers need a resource to help them find answers to these and many other questions affecting dealership management. The *NADA & ATD Federal Regulatory Compliance Chart* is exactly that resource.

The compliance chart provides a checklist-style overview of many federal rules that apply to automobile and truck dealerships. The NADA/ATD Regulatory Affairs staff has attempted to make this list complete. However, due to the large number of potentially applicable regulations and the ever-growing nature of the federal government, developing a 100 percent complete list is impossible (particularly in the area of tax). This second edition of the chart supersedes the first edition from 2003.

The chart is organized alphabetically by regulatory agency. A short summary of each rule includes sources for further information. Symbols indicate where an NADA guide or bulletin is available. A key detailing each symbol is located at the beginning of the chart.

The chart also notes if the rule generally applies to car dealers, truck (medium-and heavy-duty) dealers, or both. Lastly, a check-off column is provided since the chart is designed in part to assist with internal compliance reviews.

Here's one example of how the chart works. By looking under the listings for the Federal Trade Commission (FTC), dealers can find the section for the Gramm-Leach-Bliley Act (GLB Act): Privacy Rule, along with a brief note explaining GLB Act and a notice that the Act generally applies only to car dealers. The entry then lists a publication and other materials that are available through NADA's Regulatory Affairs Office. Dealers will also find links to further information available online through the FTC.

Note: The chart covers only federal regulations. Many state and local rules also apply to dealerships. Contact your state and/or metro dealer association for information on those rules. For specific legal matters affecting dealership operations, contact your dealership attorney.

This article is adapted from the second edition of the *NADA & ATD Federal Regulatory Compliance Chart* (L48). Dealers can order the print version of the chart by calling 800-252-NADA, ext. 2. NADA members can order a free PDF of the chart by phone and online at www.nada.org/mecatalog.

NADA Joins Celebrities, Lawmakers at Capitol Hill Event on Child Safety

NADA expanded its reach and visibility on child safety issues by participating in the launch of the National Task Force on Child Safety at a special meeting on Capitol Hill last week.

David Hyatt, NADA's vice president of public affairs, highlighted the role of auto dealers in child passenger safety by providing details of NADA's national Boost for Safety Campaign. "More than one million child safety seats have been inspected at dealerships since the campaign kicked off four years ago," said Hyatt.

"Technicians found nine out of 10 seats improperly installed," he added.

In addition to NADA, the child safety task force brings together lawmakers, media companies, celebrities, education leaders, safety organizations and medical professionals. The meeting was sponsored by the Creative Coalition and Safety 4 Kids.



LAST CALL IS NEARING ON JULY 7-8 EVENT !

Bobby Mitchell Hall of Fame Classic, Coming Up

Sponsorships Still Available, Auction Items Needed



Bobby Mitchell

"All aboard who are coming aboard" as the saying goes, on the upcoming Bobby Mitchell Hall of Fame Classic sponsored by Washington Area Auto Dealers, at Lansdowne Resort on July 7 & 8. Where else can you golf, dine and visit with 40 plus Hall of Fame sports legends, all for the benefit of a great cause, the Leukemia & Lymphoma Society.

With WANADA as its primary sponsor for the past five years, and strong support from Washington's franchised dealer community and major automakers like Toyota, the BMC has raised serious funds for blood cancer research, setting a record last year when nearly \$700,000 was raised. The goal is even higher this year, but its going to take an even greater commitment by area dealers and our many vendor friends.

A range of sponsorships at various levels are still available and reception auction items are needed. For more information on being part of a fabulous event, consult the enclosed "details sheet" and feel free to contact Hall of Fame Chairman Tamara, Darvish at DARCARS, (301) 622-0300.

NADA Dealer Member Service Provider Survey

Last week, NADA began the 2007 phone survey to provide dealers with an opportunity to assess the products and services provided by their computer vendors or dealer system providers (DSP).

Representatives of Friedman-Swift, who are conducting the survey on behalf of NADA, will randomly call dealers to measure their satisfaction with the DSP vendors' computer-based products and services used in the dealership. NADA members will receive the survey results during the fourth quarter of the year.

FTC Reminds Retailers to Protect Credit Card Data

The Fair and Accurate Credit Transactions Act, enforced by the Federal Trade Commission (FTC) requires all businesses that provide electronically printed credit and debit card receipts to print no more than the last five digits of the card number *and* delete the card's expiration date. The requirement applies only to electronically printed receipts, not to handwritten or imprinted receipts. This provision has been in effect for all businesses since Dec. 1, 2006. For a copy of the FTC business alert, go to www.ftc.gov/bcp/edu/pubs/business/alerts/alt007.pdf.

Summer Begins Today (officially)...

The authorities who proclaim such things announced that today, June 21 at 2 p.m., is officially the 2007 summer solstice. With the sun's rays directly focused on the Tropic of Cancer, today we'll have more hours of daylight than any other day this year for all locations in the Northern Hemisphere, so like it says in the song, it's summer time when *the living is easy*. Enjoy it!

Enclosure

Bobby Mitchell Hall of Fame Classic Information Sheet and RSVP